

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. CONTRACT ID CODE		PAGE 1 OF 8 PAGES	
2. AMENDMENT/MODIFICATION NO. 0003		3. EFFECTIVE DATE		4. REQUISITION/PURCHASE REQ. NO. See Block 14		5. PROJECT NO. (If applicable)	
6. ISSUED BY DLA TROOP SUPPORT DIRECTORATE OF SUBSISTENCE 700 ROBBINS AVENUE PHILADELPHIA PA 19111-5096		CODE SPE300		7. ADMINISTERED BY (If other than Item 6)		CODE	
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)				(X)		9A. AMENDMENT OF SOLICITATION NO. SPE30015R0010	
				<input checked="" type="checkbox"/>		9B. DATED (SEE ITEM 11) 2014 DEC 11	
				<input type="checkbox"/>		10A. MODIFICATION OF CONTRACT/ORDER NO.	
				<input type="checkbox"/>		10B. DATED (SEE ITEM 13)	
CODE		FACILITY CODE					
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended.							
Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning 1 copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
12. ACCOUNTING AND APPROPRIATION DATA (If required)							
13. THIS APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS. IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.							
CHECK ONE	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.						
<input type="checkbox"/>							
<input type="checkbox"/>	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).						
<input type="checkbox"/>	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:						
<input type="checkbox"/>	D. OTHER (Specify type of modification and authority)						
E. IMPORTANT: Contractor <input checked="" type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to issuing office.							
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)							
See Attached Continuation Sheet(s).							
Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.							
15A. NAME AND TITLE OF SIGNER (Type or print)				16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)			
15B. CONTRACTOR/OFFEROR				15C. DATE SIGNED		16B. UNITED STATES OF AMERICA	
(Signature of person authorized to sign)				(Signature of Contracting Officer)		16C. DATE SIGNED	

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Part 12 Clauses**0003****PG 128 – PRICE PROPOSAL – VOLUME II****DELETE: I. PRICE PROPOSAL****REPLACE WITH:****I. PRICE PROPOSAL**

Offeror's proposed pricing shall be in accordance with the Pricing provisions of the contract, i.e.

Contract Unit Price = Delivered price + Distribution Price - Government Rebates and Discounts

Each item in the Market Basket has been assigned a Distribution Price category by the Government; offerors must utilize the Distribution Price category assigned to each item in the Market Basket as part of their Price Proposal.

This market basket of items shall yield the Weighted Aggregate Unit Price which shall determine the low offeror.

NOTE: The Delivered price portion of the proposed Contract Unit Prices shall be those prices that are in effect THE WEEK OF DECEMBER 29TH, 2014. The government reserves the right to conduct discussions if determined by the Contracting Officer to be necessary. If discussions are determined to be necessary, the Contracting Officer may revise the effective date for the Delivered Price portion of the proposed Contract Unit Price.

The price proposal shall be submitted utilizing the Solicitation Price Proposal Workbook Microsoft Excel Spreadsheets prepared for this solicitation (attached), and available on the DLA TROOP SUPPORT website :

<https://www.troopsupport.dla.mil/subs/pv/regions/west/pvwest.asp>

If you have any difficulty in locating or downloading the Microsoft Excel spreadsheet, or have any questions on completing the spreadsheet, please contact the Contracting Officer immediately.

Complete the spreadsheet proposal for the 97 Market Basket items. **Each firm MUST submit their completed workable Microsoft Excel spreadsheets** on a CD for their Price Proposal. Please name the spreadsheet with the solicitation number and your company name. Please use an Anti-Virus utility to ensure that your CD is virus free before submitting.

The price proposal workbook consists of three tabs: "TOTALS", "MARKET BASKET", and "DISTRIBUTION WORKSHEET."

The TOTALS tab calculates the offeror's aggregate offer, pulling information from the other two tabs.

The MARKET BASKET tab lists each market basket item along with demand data, measured in cases, for the base and option period(s). YELLOW = VENDOR FILL IN, GREEN = DLA TRP SPT FILL IN.

The DISTRIBUTION WORKSHEET lists each distribution category, along with demand data, measured in cases, for the base and option period(s). The demand data in this tab, for each distribution category, is a compilation of each market basket item in that category.

The solicitation spreadsheets should be filled out as follows:

NOTE: The offeror shall not add any columns or rows, or otherwise modify any cell positions in any of the solicitation spreadsheets.

TOTALS:

DLA Troop Support has provided offerors with a tab titled "TOTALS" inside the price proposal workbook. **Offerors do not enter information in this tab.** Rather, this tab calculates the offeror's aggregate offer, based on the information contained in the other two tabs.

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These calculations include base and option period(s) as well as quantity adjustments which derive from alternate offers. These calculations rely on the information the offeror enters into the other portions of the spreadsheet; any incorrect information, therefore, will skew this stated total.

After the offeror submits the price proposal, DLA Troop Support will verify the offeror-entered information based on the offeror-submitted documentation: invoices/quotes and specification sheets. Offerors that provide invoices may submit military specific pricing.

MARKET BASKET:

This sheet includes fields pre-populated by DLA Troop Support, fields to be populated by the offeror, and fields that are formulated to calculate values based on the offeror's submission. Pricing shall be offered in accordance with the pricing provisions of the solicitation i.e. Contract Unit Price = Delivered price + Distribution Price – Government Rebates and Discounts.

1. DLA Troop Support populated fields are as follows (Columns A –D (E&F if applicable), G-K, P-U and X):

A	LINE ITEM – item number in the Market Basket
B	STOCK # – Local Stock Number (LSN) requirement
C	ITEM NAME/DESCRIPTION– basic concept of the item of supply within a specific federal supply class (FSC), the item unit package size, units per purchase pack, and grade or fabrication
D	REQUIRED ITEM CHARACTERISTIC – customized grade, quality or trait required or fabrication
E	BRAND – mandatory brand name will appear if applicable (e.g.: NAPA, MPL items)
F	SKU
G	UNADJUSTED ANNUAL QTY (CS) – projected yearly usage data per case
H	ANNUAL QTY (CS) – THIS IS AN AUTO FILL COLUMN VENDOR DO NOT FILL - internal use.
I	DISTRIBUTION QTY -THIS IS AN AUTO FILL COLUMN –VENDOR DO NOT FILL -internal use.
J	Distribution Price Category # – specific Distribution Price Category # (see Distribution Worksheet for full description of each category) DLA TROOP ASSIGNED
P	DELIVERED PRICE - THIS IS AN AUTO FILL COLUMN VENDOR DO NOT FILL - internal use.
R	DIST. CATEGORY UoM –the corresponding Distribution Price Category to the # listed in column J.
S	EVAL. UoM – unit used for evaluation purposes. E.g. offerors will see how DLA will compare offers. E.g. price per pound, can, gallon, etc.
T	EVAL UoM \$- For evaluation purposes. Eval the UoM....Offerors will see the price per pound, can, gallon, etc.
U	EVAL. UNITS (HISTORIC) – the number of units (shown in column S) that have historically been within the case currently purchased by DLA Troop Support. E.g. For meat items, this will be the number of pounds in a case.
X	ANNUAL – the total annual price per year

NOTES:

All offered items must be a very close match to the solicited LSN specification requirements to include item description, unit package size, units per purchase pack, grade or fabrication. If the offeror's proposed item does not closely adhere to the current requirement, **it will not be considered an acceptable item.**

Meat items **shall** meet all the general and detailed requirements of the Government's item description in accordance with the IMPS or NAMPS equivalent. Regarding fat limitations, unless otherwise specified, the maximum average fat thickness shall be 0.25 inch, and trim, weight and thickness tolerances shall be as the specified quality grade.

***** NOTE: IF MANDATORY ITEMS ARE PART OF THIS MARKET BASKET, DLA TROOP SUPPORT IS ONLY LOOKING FOR THE OFFEROR TO FILL IN THE DISTRIBUTION FEE ON THESE ITEMS. Offerors are to use the most current DLA Troop Support AbilityOne Mandatory Procurement List (MPL) in their price proposal spreadsheet.

The Offeror shall complete the following fields for each line item (Columns E,F,L,M,N,O and V):

E	BRAND – VENDOR TO FILL IN PROPOSED ITEM . If mandatory brand name appears, quote must match that item if applicable (e.g.: NAPA, MPL items)
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F L M N O V	SKU – VENDOR TO FILL IN PROPOSED SKU POUND PRICE – VENDOR TO FILL WITH AN “X” – if the quote or invoice shows price per LB – vendor to enter price per pound then mark this column with an “X” (see column M) ACTUAL MATERIAL COST (CS) – most recent manufacturer, grower or private label holder commercial price per case that is input in the Contractor’s purchasing system as the starting basis for its pricing to customers prior to the application of any specific standard freight, distribution fees, rebates, discounts, limited discounts, or other financial agreements with the Contractor’s various customers. (If bought by the case and SS already states CS- this is that price per case, IF BOUGHT BY THE POUND- MARK AN “X” IN COLUMN L). All quotes or Invoices should reflect proper price as noted on price proposal Spreadsheet. Alternatively, if an offeror substantiates its price with a quote for a catch weight item, the Evaluation Units per Case shall be the average case size for that item. Standard Freight (CS) – transportation charge per case for delivery from the manufacturer/grower/private label holder to the SPV Contractor (may also include inter-division transfers between the SPV Contractor’s warehouses) MILITARY PRICING PER CASE (INVOICES ONLY): VENDOR TO FILL- if military pricing applies vendor can state this per case in this column. IF INVOICE DOES NOT SPECIFICALLY STATE THAT IT CONTAINS THE MILITARY PRICING, VENDOR MUST PROVIDE SUPPORTING DOCUMENTATION. EVAL. UNITS PER CASE – if an alternate size variance per case or unit package size or units per purchase pack is offered, it will be filled in by the vendor.
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NOTE:

Prices must not extend more than two (2) places to the right of the decimal point. Standard rounding methods should be observed.

For catch weight items, the Evaluation Units per Case shall be the number of units per case on the offeror’s invoice used to substantiate the line item. If an offeror substantiates its price with a quote for a catch weight item, the Evaluation Units per Case shall be the average case size for that item.

The items on the spreadsheet represent the contract market basket, i.e. the highest usage items as well as items listed under the Basic Daily Food Allowance (BDFA) listing. These items will represent the initial contract contractor catalog, at the prices proposed and awarded (reduced by the application of all applicable Government Rebates and Discounts). This means that the Contract Unit Prices in the initial contract order catalog shall be equal to or less than the awarded unit prices and this catalog will initiate the catalog baseline prices. Estimated annual quantities for the items are for information and evaluation purposes only.

If an offeror carries a variety of brands for the same item, the price submitted shall be for the lowest price, technically acceptable, item that meets the Government’s minimum requirements, except that Brand Name/NAPA items must be priced according to the exact Brand Name/SKU/NAPA that is listed in the Market Basket, as specified. The inclusion of required Brand Name/NAPA items on the initial contract catalogs does not preclude future catalog changes during the life of the contract to add competing products based on added value to the customer.

NOTE: **DO NOT deduct NAPA, Food Show or any other Government Rebates and Discounts from the delivered price on your price proposal. However, the actual Contract Unit Prices in the awarded contract order catalog shall include and be reduced by all applicable Government Rebates and Discounts.**

DISTRIBUTION WORKSHEET:

DLA Troop Support prepopulated fields are as follows (Columns B – F):

B C E F	Cat. # – Distribution Price category number Category Description – description of the food category Distribution Price Category Unit of Measure – unit used to calculate the quantity in its respective category # Items in Category – number of items in the Market Basket that are cataloged within a specific Distribution Price category
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The Offeror shall complete the following fields for the Distribution Price categories (Columns G, H):

G	Base Distribution Category Price – fixed Distribution Price per UoM (Column E) for the base period
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H

Option 1 Distribution Category Price – fixed Distribution Price per UoM (Column E) for the option 1 period

NOTES:

The Distribution Prices must be offered as a dollar amount. Distribution Prices offered as a percentage are not acceptable.

Prices must not extend more than two (2) places to the right of the decimal point.

Option pricing shall be provided for the Distribution Price portion of the Contract Unit Price only. Acceptance of the option is mandatory, and if an offeror does not submit option terms or indicate acceptance, the offeror’s proposal may be rejected.

Prepopulated field correlated to the Market Basket quantities (Column K):

K

Annual Quantity (Adjusted) – annual quantity per UoM (Column E) for all items in the Market Basket that are cataloged within a specific category

Fields that will be calculated are as follows (Columns L, M and N):

L

Base Total Distribution – total Distribution Price per Distribution Price category for the base period (Column G * Column K)/12*L3

M

Option 1 Total Distribution – total Distribution Price per Distribution Price category for the option 1 period (Column H * Column K)/12*M3

The awarded Distribution Prices shall remain fixed for each applicable contract ordering period. Proposed Distribution Prices may remain the same, increase, or decrease for the option period.

The offeror shall input SOL # and Company name in cells D4 and D5.

PG 133 – PRICE PROPOSAL – VOLUME II

DELETE:

II. SUPPORTING PRODUCT INFORMATION

REPLACE WITH:

II. SUPPORTING PRODUCT INFORMATION

Invoice/Quotes:

ALL offered Delivered prices in the Price Proposal spreadsheet must be substantiated with either an invoice or a quote. Due to the commercial nature of the items being evaluated, the Government expects offerors to have many of the market basket items in stock as part of its regular business and to therefore submit invoices to substantiate Delivered Price. For each line item in the market basket, you are required to provide two copies of the manufacturer’s/grower’s/private label holder’s or Redistributor’s invoice for the last product received AND two copies of a screen shot of the Delivered Price in your electronic purchasing system. In lieu of invoices, two copies of a written quote from the manufacturer/grower/private label holder may be submitted. Your submission of copies is an acknowledgment that all copies provided are true, correct, and unaltered.

Solicitation states: “The Contract unit price consists of three components: delivered price plus distribution price less Government rebates and discounts.” Since offerors may submit invoices and/or quotes for items, DLA must ensure these prices are comparable. Often, quotes contain military pricing. Therefore, offerors providing INVOICES may submit military specific pricing.

NOTE: THIS DOES NOT APPLY TO NAPA DISCOUNTS. ALL OFFERED PRICES SHALL REMAIN GROSS NAPA.

The Government reserves the right to verify the validity of all invoices and quotes. In particular, quoted prices will be compared to Delivered Prices submitted by other offerors, and any quotes that appear too low or high will be verified for validity. Methods of verification may include but are not limited to communicating with the manufacturer/grower/private label holder or redistributor and checking published price lists and/or market prices. Evidence of fraudulent invoices and/or quotes may preclude award. Evidence of fraudulent invoices and/or quotes discovered after award may result in contract termination. An invoice from an incumbent Contractor for an item currently on the contract catalog for the solicitation should match the contract Delivered Price. A authentic quote must include the following:

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The manufacturer/grower/private label holder's letterhead;
Date price quote was supplied;
Time period price quote is effective;
Quantity covered by price quote;
Manufacturer part number;
Manufacturer's point of contact, including name, title, address, and phone number;
Early payment terms.

NOTES:

The quantity covered by the price quote should be the Delivered Price for the anticipated individual purchase order quantity that would be placed by the offeror for supplies, NOT for the estimated total quantity over the contract period. Unless the quote certifies that prices will remain fixed for an extended period of the contract (e.g. 6 months), the quote shall be for a delivered quantity no greater than 1/12th the annual estimated quantity for the line item. If the quote is for the entire estimated quantity and the offeror certifies the price will remain fixed for the quote's specified period, the line item price shall not be increased under the Economic Price adjustment clause during such period of the contract.

The invoice or quote for each proposed item shall include the solicitation line item number and be collated in sequential numerical order. All invoices/quotes shall identify the delivered price by Unit of Measure. Two separate copies (preferably in folder or booklet form) of the invoices/quotes are to be included with your offer.

In the event of award based on initial offers, i.e. award without negotiations, the submission of insufficient or incorrect manufacturer invoices and/or quotes may make an offeror ineligible for award. In the event that negotiations are conducted prior to award, the submission and subsequent failure to correct insufficient or incorrect manufacturer invoices and/or quotes may make an offeror ineligible for award.

Technical Descriptions

In order to assure the offered item is the appropriate item being solicited, the offeror shall provide a technical description (specification) for the item it will deliver, for ALL items in the Market Basket. The technical description must contain sufficient detail to determine that the product meets all requirements of the item description, to include weights, package sizes, and any macro-nutritional requirements. Nutritional information is not required and does not constitute required technical details.

The Contractor's descriptions/specifications will be used to determine if the item offered meets the minimum quality standard described or preferred, and meets the item description as set forth in the solicitation and Market Basket.

Each technical description must be labeled with the corresponding market basket line item number and its corresponding NSN/LSN.

***** NOTE: THE FOUR MANDATORY ITEMS THAT ARE PART OF THIS MARKET BASKET FOR TEXAS AND NEW MEXICO ONLY REQUIRE THE OFFEROR TO FILL IN THE DISTRIBUTION FEE ON THESE ITEMS THEREFORE NO INVOICE/QUOTE IS NEEDED ON THOSE FOUR ITEMS. Offerors are to use prices from the most current DLA Troop Support AbilityOne Mandatory Procurement List (MPL) on their price proposal. Please check the DLA TROOP SUPPORT website at the time of closing on this solicitation.
https://www.troopsupport.dla.mil/subs/pv/manprod/man_prod.asp

PG 141 - PRICE PROPOSAL EVALUATION

- I. PRICE PROPOSAL

DELETE SENTENCE IN FOURTH PARAGRAPH:

Invoices and/or quotes will be individually evaluated in accordance with the submission requirements.

PG 141- 142 - PRICE PROPOSAL EVALUATION

DELETE:

II. SUPPORTING PRODUCT INFORMATION

REPLACE WITH:

II. SUPPORTING PRODUCT INFORMATION

To ensure an objective price evaluation the pricing of all offerors are to be based on the exact item in our market basket of items. The government will examine all of the offeror's product invoices and technical data sheets to compare against the solicitation line item descriptions to determine whether proposed items meet the solicited requirements.

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When offerors qualify the salient characteristics of an item or items in the market basket and/or when the government detects (through review and/or a review of supporting invoices or quotes) that the pricing proposed is on an item which differs from the market basket of items description then the government reserves the right to employ remedies such as:

If an insignificant number of items differ from the schedule of item descriptions, those items will be eliminated from the evaluation of all offerors;

Single-serve items with minute quantity differences may be evaluated without adjustment, as any additional quantity provides no additional value;

Larger, generally case size items, with pack-quantity differences may be evaluated on a per-pound or similar basis; and,

IMPORTANT: DLA Troop Support will evaluate all offered items proportionally to the corresponding market basket item on a unit of measure ("UoM") basis. For items that strictly conform to the original solicited item, DLA will not adjust offered quantities. DLA will not adjust delivered UoM prices. DLA, however, shall correct submitted delivered prices which do not match offeror's supporting documentation. DLA shall adjust the UoM quantities for any acceptable alternate items which result in a pack size difference. This quantity adjustment will be on a pro-rata basis to the original item: larger acceptable items shall result in smaller quantities and smaller acceptable items shall result in larger quantities. Ultimately, DLA shall ensure that each offeror's UoM quantity represents the same aggregate amount (measured in evaluation units) as the original market basket line item.

If a significant number of items differ from the schedule of item descriptions, the offeror may be eliminated from the competitive range or may be deemed ineligible for award.